fidence of Neighbor.

YOUR HUBARD.

against Japon and Japaness commer

emedies will not be difficult.

orted to be good.

ported Good.

AUSTRALIAN NEWS.

MELBOURNE-Firms (Mustrating Austra

MELBOURNE Attention is drawn here to the possibilities of cotton grawing in Aus-tralia. There is a great area of land if the Northern Territory suitable for cotton growing, while Sea Island cotton grows with in many localities thereabours. The rain fall is abundant, but not lob great, sind as no rain falls during the picking season in-cetton runs no risk of damage, while the harvest time can be lengthened if there hap pens to be a labor shortage.

SYDNEY-E J Doran, Tramway Traffic

Tokte, March 4 .- R. Fujiyama, president of the Tokio Chamber of Commerce



TIDES of trans-Pacific, transcontinental and coastwise commerce converge at San Francisco. The foreign trade alone of this port, principally with Japan, China and the Far East, reached a value of more than \$452,000 000 for the fiscal year 1919.

Contributing to San Francisco's commercial prosperity are its location on a sheltered harbor, excellently equipped; its position as the metropolis of California. State of vast production: and its own diversified industries. The city is a natural distributing center and is served by many important railroads.

To co-operate with American business men in expanding the trade of the Pacific, a branch of the Park-Union Foreign Banking Corporation is maintained in San Francisco, provided with every banking facility.

-Branches-

SAN FRANCISCO TOKIO

YOKOHAMA

SEATTLE SHANGHAI PARIS

**OFFICERS** Charles A. Holder, President T. Fred Aspden, Vice-President

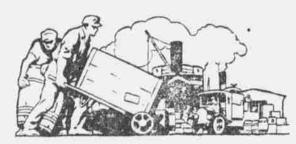
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## HOW TO GET IN TOUCH WITH TRADE IN THE EAST

A big, practically untouched field for actual commercial relations with the East American business lies in the Orient. To it is necessary to understand conditions link your business with that big foreign there. To do that, read trade-to learn the best way to get into

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### PHILIPPINES PLAN GREAT TRADE BASE

Shipping Facilities to Be Greatly Improved

looking no stone in search of new con-mercial fields, and all Filipinos look forward with great hopes to the day when America establishes her Oriental commercial base in the Philippine Islands."
This statement was made yesterday by Arsenio N Luz the first commercial agent of the Philippins Government to he stationed here, who came to America ant for those interested in the economic went into effect Sept. 6, 1919.

# Exports and Imports

Financed DIRIGOT connections with 26 stockholding banks is 34 of the largest cities of the United Shates and Canada.

Foreign Branches Havana, Cuba Rio de Janeiro, Brazil Brusseis, Balgium Port au Prince, Haiti Panama Chy, Panama Cristobal, Calambia Call, Calambia Call. Colombia
Harbin, Masshuria
Harbin, Masshuria
Manila, P. I.
Good Aires, Rep. of Argentina
Petro Shia, Rep. of Honduras

### AMERICAN FOREIGN BANKING CORPORATION

53 Broadway, New York Capital, Surplus and Undivided Profits over \$5,000,000

possibilities and commercial life of the Philippines.
Speaking of the possibilities for greater trade relations between America and the Philippines Mr. Luz pointed out

that his country offers to American in-terests many ports and shipping facili-ties which have never been equalled. Our Legislature has just passed a measure authorizing the issuing of measure authorizing the issuing of bonds to the extent of \$6,000,000 for the improvement of harbor facilities at Manila." Mr. Lus said. "This will mean the deepening of the harbor to a depth of forty instead of thirty feet, lengthening of the present seawall and exargement of all existing piers.

"The Pacific Mail Steamship Company has just closed negotiations with the Government for the erection of a pier of their own at Manila four times the wize of any now in existence. This pier will report to the Government at the end of fifty yours. The Government sill build knother itself, and both piers, received from Stherie.
should be ready within the coming eighteen months."

Bathtubs Scarce

India Removes Dye Prohibition.

# FAR EAST LOOMS

Tokio and Other Progressive Cities Increasing Use of Automobiles.

Tokio, March 16.—Some indication of the great market for American motor trucks in the Far East is furnished by the operations of the Tokio Street Motor Car Company, which was organized in August, 1918 and now has in operation 150 motor buses, 16 missenger capacity; 57 commercial trucks, 42 tour-capacity; 57 commercial trucks capacity; 57 commercial trucks, 43 tour- According to officials of the Bureau of this way the of the change of the long and Impusing cars and Impusing cars and Impusing cars for training purposes extraording growth in the trade with China of the anti-Japanese boycott, and 10 light trucks for the company's Japan which followed the outbreak of This action was taken following a recover use. This makes a total purchase the war continued through the first peace; port from a meeting of representatives of commercial trucks.

service and rental are all Studebakers. China during the past year show a de-The ten trucks for the company's own cline of \$14.542.894 from the previous at the Tsinan gathering by the Japanese Fords, Kissels and Oaklands,

the rickishas, which are too slow come too exponsive for the

rary solution of Toxio's transportation striking variations, problem, but even now the demand for see two of the new large trolley cars and two street buses taking on passengers at a single corner and the first trolley cars. able number of people to wait for the coming of other vehicles.

Wider Streets the Great Need.

Urnan transportation is the great all cities of the Far Eas ss distinction is so much a part of social studies of the people that elguers and the upper classes cannot ride in stra t railway cars without losing prestige except in one or two cities, and distances are so great that they are

soked, so that the extension of troty lines into the byways is almost It has oft I been said that here will not be a great market for American motor cars in Japan or any other part of the Far East until the treets and roads are widened, pave and straightened, but the fact stands that the operations of the Tokin Street Motor Car Company have necessitated he purchase of 270 American motors Hotel at Miyanoshita operates a flee of forty-two Hudsons and Bulkas, and about 4,000 pleasure automobiles are

his indicates what may be ex usually carried on poles by coolies, small carts pulled by mon and even young boys. The new consciousness of people of the East has brought a the people of the East has brought a tonin souls. Forceast wares must also calization that any city employing be grouped with the glass, for they are such means of freight transfer cannot very closely aliled.

"The centre of the glass and earthen an the best interests of its industries ware industries is Northern Bohemia. realization that any city employing such means of freight transfer cannot and inhabitants be served by such trans-

## Women Conductors on Buses.

Street Motor Car Company becam pular at once and has steadily grown popularity. During the six month-tiod ending November 10 last the conany carried 3.118.013 passengers, from high the revenue return was \$240.023. total mileage of the buses was The freight trucks travelled 155.211 miles and brought in a revenue of axis totalled 155,700, with a revenue of

Asile from its cars the company mair tains large, well equipped repair shop and did a business of \$6.50 in them durand did a business of the Section them during the same period. The net profits for the period were \$45.52. The company sets saide a per cent of its profits for bonuses to employees. An interfesting phase of the company's business has he employment recently of wome

Tokio, the advent of similar street buses nto Manila and the constantly increasig number of motor trucks throughout slands, the new taxi service in Singore, the large number of American res in use on the fine roads in Java if the adoption of motor travel and ods transport even in China scross Gobi Desert, the Far East begins to om up as a real market to attract our mufacturers. A further developme tiong special lines is the motorizing fire departments in the cities of the Orient, which will be dealt with in a separate article.

### SEES SANE RULE IN RUSSIA SOON

Head of Siberian Concern Tells of Developments.

"American business men who are observing conditions in Russia are not discouraged. Certain internal movements
there cause them to believe that in the
near future the Bolshivist Government
will be overfillrown and a sane government developed from the inside to replace it," according to a statement made
to-day by V. N. Bashkiroff, general manager of the Siberian Greamery Associations in America.

"Passians concur in this belief. Until
such a change is made in Russia it will

"Russians concur in this belief. Until
such a change is made in Russia it will

Kutha Hora. In the seventy shops

"Ressians concur it this series it will Kutna Hors. In the seventy shops to remain for some years to come the bushe he change is made in Russia it will Kutna Hors. In the seventy shops to remain for some years to come the bushe extramely difficult to carry on comsuch a change is made in Russia it will be extramely difficult to carry on compared transactions. The overthrow of the Bolsheviki will not restore the Bolsheviki will not restore the ruined transportation, nor will it required transportation, nor will it required transportation.

ment to operate under. get ready now to enter the Russian terials would be weakened, market date. which is bound to act Japan a Pield for the "Movies." as a desirable influence. We want to be of any possible service to American manufacturers. In the meantine we are selling the raw materials already

in Japan which had been damaged by averages 1,000 persons. Prices of ad-fire caused the proprietors to search the mission vary from 5 to 30 cents, chilwith the Philippine Independence Mission last year. He is well qualified to east Smith cooled from Calcutta that express the element of his people on the prohibition on the importation of bathtubs and modern beds. The cansoling between Americans and Filipines moved. The prohibition against the first and to act as intermediary and informs pertain of dyestuffs in British India and to act as intermediary and informs after the calculation of dyestuffs in British India and to act as intermediary and informs after the calculation of dyestuffs in British India and modern beds, 28 of which were calculated by averages 1,000 persons. Prices of adverages 1,000 persons. Prices of adve

AS MOTOR MARKET Reviving European Competition Is Being Met.

WARHINGTON, April 6.-Although Eu- Business Interests Join to ropean competition for the Eastern markets is reviving, the United States in Check Boycott and Win Con-1919 received an important share of the trade. As compared with 1918 imports from Aden, China, Chosen, the East By CLARENCE E. BOSWORTH. Indies, Japan and all other Asiatic countries except Hongkong large increases Special Correspondence to THE SUN AND NEW YORK HERALD. Special Correspondence to The Sty and New are shown in commercial reports, while.

Your Hesald. with the exception of a slight decline in

of 270 American motor valieles by one year, with imports forming 40 per cent, the Japanese chambers of commerce to concern since late in 1918. of the total imports into the United China, held recently in Tsinan. At this concern since late in 1918.

The busses are composed of fleets of 190 Republic and 50 Civiles late chassis, upon which the company has built its to Littled States to Asia. As compared own bodies. In the truck fleet for general service are 29 Republics and 28 Fords. The passenger cars for taxi ports from Japanese lated to the passenger cars for taxi ports from Japanese lated territory of China described in the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese lated territory of the passenger cars for taxi ports from Japanese for taxi ports from Japanese lated to the lated territory of the passenger cars for taxi ports from Japanese lated to the lated to the lated the late

se are divided among Overlands, Year, but exports practically doubled chairman, who said. It is true if ords, Kiszels and Gaklands.

The most important feature in the there are mainly students changed trade of the United States with Oceania, these anti-inpanese demonstrations. irban transportation in Tokio was in a since hostilities stopped is the decline day, but there same students will be topped a state. The surface car lines in imports from Australia and the statement and the bestern body. Philippines, though the experts largely increased. Imports from Australia ervices increased. Imports from Australia on sow, slow a falling off of \$15,360,571 and for the from the Phillippines one of \$19,627,381. use of the masses, and a fairly large Exports, however, to Australia show a number of Ford taxis, which are also too expensive for the masses.

The motor buses came as a ready relief and helped materially in a tenniolief and helped materially in a tennioarrange solution of Taxis, and a fairly large with New Zealand, though on the upward trend, does not exhibit any arrishors.

# PLANTS TO RESUME

Supply of Raw Materials Shut Off by War Is Now Available.

"Chas is one of the brightest lewer n the Czecho-Slovak industrial grown, Said Varias d. Pinecky, governor of the Bank Bohemia, which specializes in this bisiness. Like all our industries it suffered from lark of one commodty-potash. We are dependent on Genary for this chemical, but the situ on is improving, and we expect ve-cortic to have abundant supplies with will enable our glass plants to operat o capacity. Then again, our fuel sur ity will be greatly bettered tole sprin ential distribution

excelled in ant crafts. Thus when we ion, artistic arrangement of design and faultiess execution of the butting the hand of master craftsmen. It t alone in out glass that Bohemia' glory rests, but the honors are shares by the almost perfect imitations of earls, stones and beads, commonly called by the trade Jablonecky (Gab-onz) goods. Percelain wares must also

he thickly populated non-agricultura district. In 1913 there existed no less ban 2.060 establishments, with 60,000

rorkers. "Until recent years glass furnace: aw materials and fuels were of easy ettlements that the fumes would work o injury to the inhabitants. The ests at the foot or on the side of a added consideration, nountain. With the perfection of the oven now in use, in which weal and peat are economically used for fuel, the glass establishments forsook their iso With this change also came shother, and far more serious. The fidustry changest from an art craftman's enleavors to mere commercial products a meet the demands of the times. Sinplanty, the shapes whose walls are in-ended to be embellished by minute facets and shadings are still produced the deep forests by the ancient

The goods are shipped to every city of the world. The demand for artistic cut days has always exceeded the supply ous opening an avenue for the substitu ion of inferior articles. Then again the all for 'ordinary' out glass is so insistent that Bohemian manufacturers trade, were forced to make 'commercial qualities in quantities. Now certain production of this class of wares. Plate glass is made by 6,000 workers, who turn out 9000,000 square meters annually. Blown glass—lamp chimneys, bottles and

"American business men who are ob- the Bohemans. The manufactures are

trade, but it will give renewed confi-dence to the peasant who holds Russia's to keep a large supply of wool for home stores of raw materials and it will give consumption the wool committee has the foreign trader a responsible Govern- forbidden the exportation of tweeds and ment to operate under.

"Our organization is anxious to develop relations with American manufacturers, but all dealings now must be considered as important only because they pave the way for trade the moment. Legitimate trade is possible. It is very important to us that Americans to the constant of th other materials, except under license,

## AMERICANS HOLDING CHINA'S FRIENDSHIP CHINA IS TURNING TO THE TYPEWRI TO THE TYPEWRITER

SOUGHT BY JAPAN Efforts of Missionaries Beginning to Have Effect.

> SHANGHAL, April 6.—Chinese of future generations will write in phonetic script and use a typewriter with only 29 char-acters instead of plying a brush to draw 10,000 or more hieroglyphics if mission workers succeed in an effort they are making to revolutionize handwriting in use in China for more than 4,000 years. The work of the missionaries is at last beginning to receive official sanction.

The purpose of the movement is not only to simplify China's handwriting system but to give the country a com-mon tongue to replace the present day babel, which renders even the native who is away from his own home district ilmost as helpless as a foreigner.

That the Pekin Government attaches importance to the effort being made is seen in the following excerpt from a reout mandate issued by the Ministry of Education

"We recognize that because of the difference between our classical and spoken language education in the schools makes slow progress, and the keen edge dividuals and in society at targe, has thereby been blunted. Moreover, if we do not take prompt steps to make the written and spoken language the same quickly any plans for developing our

# WARNS AMERICANS TO STUDY CHINA

Merchant Says Business Meth-Against Japon and Japanese comments.

Much interest is also being attached to the coming this mouth of an American business men's delegation to talk over the various points of friction between Japan and the United States. As a result of the series of meetings to be held. ods Must Meet Demands.

American business men must awaken to their present opportunity in China by adopting constructive methods in their trade relations with the Chinese. t is expected that a plan will be evolved or presentation to the two Governments rested for the immediate smoothing or the advantages which America nov has in China through extremely friendly relations will be lost and competing chowing what the reasons are, through

Mr. Kan speaks with understanding of the remarkable opportunities afforded Americans in China. Only eighteen years ago his father had sufficient money to purchase two hogsheads of Virgini lobacco from J. B. Taylor Compant This year his purchases will approx INDIA'S WHEAT AREA GROWS. Present Condition of Crop Remate \$8,000,000, much of which come from the same company which treate from the same him kindly when his order was pitifull small. Kan has taken out of the bus ness an average of \$1,000,000 annually. "It is proverbial in China that Amer The figures issued by the Department of Statistics, India, as the first fore-test of India's 1919-20 wheat crop cover s 6 per cent, of the total wheat acreage and refer to all the important wheat can houses send the wrong man to trad with the Chinese," said Mr. Kan, "Chin owing areas except Kashmir, reports orsul-General James A. Smith of Calis rather bewildering to the average American. One of the finest American I ever know in China, a man with a fine The total area sown is estimated 7,429,000 acres, as against 23,448,000 line, which he well understood, faile because he had a loud harsh volce res (revised figure) at this time last ear, or an increase of 17 per cent. As compared with the revised final The Chinese did not like to hear his talk. It is very difficult for a new at area (32,806,600 acres) of last year, the ival in China to cut through the amaoresent estimate shows an increase of 5 per cent. Weather conditions at sowenswer to this problem is rather simple answer to this problem is faunce simple.
There are bundreds of college men in China, educated in the United States, who find that their theoretical knowledge is no more adaptable to Chinese problems than exclusively theoretical states are the problems in ng time were generally favorable, and he present condition of the crop is re-

nowledge is adaptable to problems in he United States. "Why not place these students through the United States, in factories and of fices, give them practical experience, and send them back to China with American representatives." The students who e from China to study are petition have won funds from the Boxe Indemnity. They are the highest typ ately gain the sympathy and aid of the Chinese families. They will aid thei American co-worker and will, in man nstances, prevent him from making lia's agricultural and industrial pulsuris were given in private exhibition before a barty of American business men and newspaper men, according to advices from London, and it is intended to send the pictures on four through the United States.

'In this way both China and America "In this way both think and America will be helped, because the students, returned from America steer years of workin American institutions, do not feelike starting at the bottom in China They do not mind starting at the bottom in the starting at the s America and working up through th divisions to a place of prominence, is a psychological situation. After year here they feel they should go home bet ter equipped to help than those who have not had the foreign education. They ex-

FAR EASTERN NOTES.

It is reported that a heavy increase it

freight rates on hides and skins from Calcutta to New York is demanded by

Japanese and other non-American lines, and that this rate is much higher than

An analysis of the foreign trade of

dicative of industrial and commercial

prosperity and progress, despite the fact that the total value of the imports ex-

eeded that of the exports by over

American Consul L. G. Dawson of Madres, India, reports that the Goverz-

ment of Mysore has sanctioned the pro-

posed overhauling of Bangalore and My sore telephone systems, which, it i planned, will be united, utilizing the ex-

isting Bangalore-Mysore truths connec-tion with the public phones in thos

places. The work will be commenced as

seen as funds are available. The present installations are very old style and

The only trailers used in Ceylon up to

construction. There is no doubt, however, that the favorable attitude of the

local importers toward motor trucks

cipal restriction on the use of trucks

method of transportation, especially in

American Consul A. G. Carleton re-

ports from Medan, Sumatra, that a mar-

het for motor trucks is being developed

on the Sumatra east coast, partly through the efforts of the automobile im-

porters, who have successfully demon

strated the economic advantages of trucks over buildeds and partly because

the foot and mouth disease has attacked the bullocks to such an extent that

the estate owners are hard put for

railway stations. For general trans-portstion between the port of Belawan

and Medan and between Brastani and

neans to deliver their products to the

could be extended to trailers were they properly introduced. There is no muni-

present time have been employed by the Government in connection with road

the service is unsatisfactory.

construction.

Philippine Islands for 1919 is in-

United Kingdom.

obtaining from Calcutta to the

tem of New South Wales says that crowding on American case is much more severe than in Sydney. He declares that many of the cuty systems in America are verying on bank-ruptup owing to the companies inability to secure fare increases. He alleges that the number of rapid transit a codents in America is abnormally high. And its other particulars Mr. Boran's report indicates that Anstraila must look elessables for the perfect train way system.

Blown glass—lamp chimneys, bottles and tubes—is made by \$,000 people, who turn out about 2,000,000 square meters a year. Nearly all the plate glass has been sold to France and Belgium for use in the devastated areas.

"At Jablonec (Gablonz) and Turnov over 15,000 individuals are engaged in producing the wares called, by the trade, after the chief city in which imitation pearls, stones and beads are made. This always has been a home industry with

with trailers on any of the good roads in the city of Colombo. They could also be used on the main highways, but SYDNEY -Allred Pelton, champion souls of the world, returned to Sydney recently begin training for his match on the Par-matta against Barry, from whom he won t championship on the Thames, England, in the present condition of the tributary roads bullock carts are the only feasible the rainy season.

SYDNEY.—Overseas passengers from Australia will in the future be allowed to take with them only C3 (about \$15) in silver coins. SYDNEY.—Agent-General Ashbolt, to represent Tasmania in England, left for London via America on February 11.

Japan a Field for the "Movies."

Japan offers a good market for moving picture films, as there are about 890 houses, practically all controlled by two circuits, which show films regularly in sealing the prospect of a long circuits, which show films regularly in sealing volunteers, and a long circuits, which show films regularly in sealing volunteers. The crews of the case of the circuits of the prospect of a long circuits, which show films regularly in sealing volunteers. The crews of the case celved from Siberia. Start and some start and some

Medan trucks of 11/2 to 2 tons are being adopted MELBOURNE,-An offer of Ss. 1844d (nor MELBOURNE An one of the day of third qual-mally \$1.31 for 250.00 bushels of third qual-ity wheat for Japan has been made to the Victorian Wheat Commission. Owing to the Since its inauguration in 1991, the Japanese Government from and stee; works have expanded until in 1919 they shortage of wheat the commission is inclined to agree to the sale of only one-third of the quantity dost of soil the Minister for Agri-culture has referred to the Australian Wheat had attained an annual capacity of 450,000 tons. Other companies are also in active operation.

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fortably, through Allied and Neutral Territory. Through train and baggage service from Paris to Carlsbad. via Prague, has been promised for this season.

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